



# BID SOLICITATION

Page 1 of 5  
Printed: 2/21/2005

STATE OF RHODE ISLAND AND PROVIDENCE PLANTATIONS  
CAPITOL HILL  
PROVIDENCE RI 02908

BUYER: LINDA ROCHE  
PHONE #: (401) 222 - 2142 ext. 118  
BLANKET PERIOD: 4/1/2005 - 3/31/2007

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ADMINISTRATION  
MASTER PRICE AGREEMENT  
RELEASE AGAINST RI MPA

**BID NUMBER: B04802**  
**TITLE: CISCO NETWORKING EQUIPMENT**  
**BID OPENING DATE AND TIME:**  
**03/15/2005 11:30 AM**

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ADMINISTRATION  
MASTER PRICE AGREEMENT  
RELEASE AGAINST RI MPA

Requisition Number(s): MPA# 283

Item	Class-Item	Quantity	Unit	Unit Price	Total
	BLANKET REQUIREMENT: 4/1/05 - 3/31/07 WITH THE OPTION TO RENEW FOR TWO ADDITIONAL TWELVE MONTH PERIODS  MPA #283				

It is the Vendor's responsibility to check and download any and all addenda from the RIVIP. This offer may not be considered unless a signed RIVIP generated Bidder Certification Cover Form is attached and the Unit Price column is completed. The signed Certification Cover Form must be attached to the front of the offer. When delivering offers in person to One Capitol Hill, vendors are advised to allow at least one hour additional time for clearance through security checkpoints.

DELIVERY: \_\_\_\_\_

RIVIP VENDOR ID#: \_\_\_\_\_

TERMS OF PAYMENT: \_\_\_\_\_

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	<p><b>BIDDING</b></p> <p>(a) A single price shall be quoted for each item against which a proposal is submitted. This price will be the maximum in effect during the agreement period. Any price decline at the manufacturer's level shall be reflected in a reduction of the agreement price to the State.</p> <p>(b) Quantities, if any, are estimated only. The agreement shall cover the actual quantities ordering during the period. Deliveries will be billed at the single, firm, awarded unit price quoted regardless of the quantities ordered.</p> <p>(c) Bid price is net F.O.B. destination and shall include inside delivery at no extra cost.</p> <p>(d) Bids for single items and/or a small percentage of total items listed, may, at the State's sole option, be rejected as being non-responsive to the intent of this request.</p> <p><b>ORDERING</b></p> <p>(a) The User Agency(s) will submit individual orders for the various items and various quantities as may be required during the agreement period.</p> <p>(b) Exception - Regardless of any agreement resulting from this bid, the State reserves the right to solicit prices separately for any extra large requirements for delivery to specific destinations.</p>				

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	<p>AUTHORIZATION AND RELEASE. In no event shall the Vendor deliver goods or provide service until such time as a duly authorized release document is certified by the ordering Agency.</p> <p>A Direct Purchase Order (DPO) shall be created by the agency listing the items ordered, using the pricing and format set forth in the Master Blanket. All pricing shall be as described in the Master Blanket and is considered to be fixed and firm for the term of the Agreement, unless specifically noted to the contrary herein. All prices include prepaid freight. Freight, taxes, surcharges, or other additional charges will not be honored unless reflected in Master Blanket.</p>				

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	<p>REPORTS - The Vendor agrees to provide the State with quarterly reports describing activity against this Price Agreement. If this is a Master Price Agreement, such reports shall include usage by municipalities, quasi-public agencies, schools, etc. All reports shall contain the following data: (1) Billing volume in dollars and (2) quantity shipped for each line item in the price agreement. When there are no line items in the price agreement, vendor shall report volume by catalog order numbers, with a brief description of each order number.</p> <p>Reports must be submitted to the RI Division of Purchases to the attention BUYER named in this notice, identifying the Agreement number and the Reporting Period. Quarterly reports shall be due 45 calendar days after the end of each quarter. Failure to submit required reports shall be considered a breach of the contractor's obligations and may be considered, at the discretion of the State Purchasing Agent, sufficient cause for the termination of the agreement and other outstanding agreements and orders, and possible suspension from participation in additional State procurements.</p> <p>HIGHER EDUCATION PERCENTAGE DISCOUNT OFFERED ON ALL CISCO PRODUCTS</p> <p>_____ %</p>				

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	<p>RHODE ISLAND STATE AGENCIES PERCENTAGE DISCOUNT OFFERED ON ALL CISCO PRODUCTS:</p> <p>_____ %</p> <p>TABLE 1 - CHECK ON LIST PRICING: THE ATTACHED SAMPLE LIST OF CISCO ELECTRONICS IS USED TO DETERMINE IF BIDDERS ARE USING CISCO PUBLISHED LIST PRICES. NOTE THAT THE DISCOUNT LISTED ABOVE, FOR HIGHER EDUCATION (ITEM 1), SHOULD BE USED IN THE TABLE ATTACHED. THIS TABLE MUST BE RETURNED WITH YOUR BID.</p> <p>OFFERORS MUST BID ALL OF THE LISTED CATEGORIES.</p> <p>THE STATE MAY SELECT MULTIPLE VENDORS TO BE LISTED ON THE MPA.</p> <p>THE STATE RESERVES THE RIGHT TO ACCEPT OR REJECT ANY AND ALL OPTIONS, BIDS, OR SUBMISSIONS AND TO ACT IN ITS OWN BEST INTEREST.</p>				
				<b>TOTAL:</b>	_____

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## **Cisco Network Electronics and Equipment (Master Price Agreement # 283)**

- **All pricing submitted will be considered to be firm and fixed unless otherwise indicated herein. This means the percentage discount off Cisco Systems list prices will be considered to be fixed and firm.**
- Bids misdirected to other State locations or which are otherwise not present in the Office of Purchases at the time of opening for any cause will be determined to be late and will not be considered. BIDS FAXED TO THE DIVISION OF PURCHASES WILL NOT BE CONSIDERED.
- An award pursuant to this bid request may be made to multiple firms or resellers of Cisco products and services.
- In accordance with Title 7, Chapter 1.1 of the General Laws of Rhode Island, no foreign corporation, a corporation without a Rhode Island business address, shall have the right to transact business in the state until it shall have procured a Certificate of Authority to do so from the Rhode Island Secretary of State (401-222-3040).
- Bidders are advised that all materials submitted to the State of Rhode Island for consideration in response to this request will be considered to be public records, as defined in Title 38 Chapter 2 of the Rhode Island General Laws, without exception, and will be released for inspection immediately upon request, once an award has been made.

### **BACKGROUND AND PURPOSE**

The State and Rhode Island public higher education has standardized core and edge network electronics on products from Cisco Systems, Inc. We anticipate that such products will be used for a variety of needs specific to voice, video and data on Local Area and Wide Area Networks. To be considered for qualification, offerors must demonstrate their capability of providing Cisco products and services to clients. The fundamental purpose of the MPA is to establish a list of firm/s that sell Cisco products and services. Potential clients are Rhode Island public higher education (the University of Rhode Island, Rhode Island College, and the Community College of Rhode Island) and State agencies and municipalities in the State of RI. Please note that we are requesting pricing on selected Cisco Electronics to confirm the list prices (using the published list prices at the Cisco Web Site) – it is our understanding some resellers may not be using published prices.

# BID # B04802

Cisco Products		No Substitutes		
Product Name	Bidder List Price	Higher Education Discount off List %	Final Price after Discount	
Catalyst 3550 48 EMI Switch				
Catalyst 3550 24EMI Switch				
Catalyst 3750 24TS Switch				
Catalyst 6513 Switch				
7206 VXR Router				
7204 VXR Router				
1841 Integrated Services Router				
Aironet 1200 Access Point				
WS-X5486 LX GBICs				
WS-X5484 SX GBICs				